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THE  
STATE  
OF THE  
Woollen Manufactures  
CONSIDERED:  
THE  
REASONS  
OF ITS  
Present DECLENSION  
ASSIGNED;  
AND  
A METHOD propos'd to RETRIEVE it.  
Together with  
A DISCOVERY of the several METHODS  
used in SMUGLING WOOL from ENGLAND.

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By BENJAMIN WARD, of *Yarmouth*.

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T H E  
P R E F A C E.

**H**AVING lived in Holland about sixteen Years, I had there the Honour to be acquainted with the late Honourable Henry Booth, Esq; Brother to the present Earl of Warrington; in conjunction with whom I set my self to enquire into the Woollen Manufacture Trade, and we spared no Pains nor Cost to get a thorough Information therein; which cost us some hundred Pounds.

*We soon found, that the first and principal Cause of the Decay of our Woollen Manufactures, was owing to the Smugling Wool from England, but especially from Ireland.*

*We took all possible Methods for our Information; and having gained some Knowledge therein, I having occasion to write to my good Friend Mr. C. L. at Dover about some other Business, hinted to him what I had undertaken, and my Resolution to search into this Mystery of Iniquity, the Smugling of Wool; not imagining he would communicate it to any other Person: but he having occasion to write to the then Postmaster General,*  
A 2 inclosed



iv      The P R E F A C E.

*inclosed my Letter to him, who laid it before his Honourable Brother; who approving my Design, desired him to order his Friend to encourage me to use all possible Industry thoroughly to inform my self, with a Promise of a sufficient Reward; which I pursued with the utmost Industry.*

*After which, I set my self to consider if I could not think of a Remedy to prevent this growing Evil; and in the Year 1724, I drew up the Scheme according to what you'll find in the following Papers.*

*I still pursued my Enquiries into the Woollen Manufactures, not only in England, but in all other Countries, especially those who were become our Rivals in foreign Markets; and by conversing not only with my Countrymen, but Foreigners of several Nations, I gathered the Materials for the following Papers.*

*This Scheme has been more than once communicated to Persons of Honour, and a Copy of the whole has lain in the Hands of a Noble Lord for above a Twelve-month; but, I suppose, the more arduous Affairs in which they were engaged, prevented their maturely considering it. This occasioned its lying dormant so long; but having communicated it to some Persons, who are proper Judges, I was persuaded to make it publick.*

*As to the Facts contained in it, I had all the Reason in the World to believe them to be true, having had them from Persons, not only Merchants, but Manufacturers, who had travelled into foreign Countries; some of whom having been driven from home by the Severity of our Laws, had been forced to work among them; and their Testimonies generally concurring, I took it to be a sufficient Proof of the Truth.*



## The P R E F A C E.

v

*In all my Enquiries I took Minutes of the Persons from whom I received my Information, the Time when, and Place where I had it from them ; so that I did not trust my Memory with any Particular.*

*When I first undertook this Affair, I did not propose to my self any Advantage, having no occasion, being then in flourishing Circumstances ; my only Aim being to do service to my Country.*

*Having lived so long in Holland, among a People so remarkably knowing in Trade, I could not but observe how readily they catched at every Thing they apprehended to be of any Advantage to them, and how careful they were to cultivate it : I also could not but take notice with what readiness the Magistrates, in the several Towns and Cities, hearkened to any Proposal for the setting up any particular Business among them ; and I have known, that large Sums of publick Money have been lent out, free of Interest, on such Occasions, besides many other Advantages.*

*What Manufactories they have, are encouraged as much as possibly they can ; and it's a common practice with the Magistrates, when any Thing is proposed to them, to consult with Merchants, or any Tradesmen capable of giving Advice therein.*

*Their Woollen Manufactures, of late, are become very considerable. Most of the Inhabitants of Leyden (and Places adjacent) in which Place are upward of One hundred thousand Persons, are employed in the Woollen Manufactures ; and their Trade encreases daily, since their Smugling of Wool from Ireland, which is brought to them not in small Parcels, but, to my certain Knowledge, by whole Ship-loadings, and some of them*  
of



*of One hundred Tons Burden ; with which Wool they make Goods to serve foreign Markets ; a Thing that deserves the Consideration of our Legislators.*

*There is no Nation under Heaven, that has the Advantage that we have in this Branch of Trade ; our Wool is a peculiar Blessing, assigned by Providence to us only, and of which we are capable of making very great Advantage to all our People.*

*That this best and most valuable Branch of our Trade is gotten to a lower Ebb than ever, the whole Nation is sensible of ; and that it is in our own Power to retrieve it, is a most certain Truth : and I should not scruple to say, that that Englishman that would obstruct so laudable an Undertaking, might justly be esteemed an Enemy to his Country, and is unworthy of the Privileges of an Englishman.*

*It is acknowledged by all Nations, that the People of England, especially the Manufacturers, are an ingenious People, and can improve any Thing that they come to the Knowledge of ; and our Merchants understand Trade as well as the People of other Nations.*

*And it is heartily to be wished, that Gentlemen who are industrious to get Seats in Parliament, would inform themselves more in every Branch of Trade : this would conduce to the general Advantage of all their Countrymen ; but this is what Gentlemen too much neglect : If in their Travels they would condescend to make Enquiries into the Trade, especially of all Manufactures, in all Countries they pass through, this would be of more real Service to their Country than can be imagined.*

*England is capable of being the happiest People in the World ; and we should be so, was it not for  
our*



## The P R E F A C E. vii

*our Party-strifes : could we but unite in cultivating Trade, and would we but consider the proper Methods for it, and prosecute them, we might make our selves as great as we pleased.*

*We certainly are capable of forcing a Trade with several of our neighbouring Nations. For Instance ;*

*The King of Denmark hath prohibited our Woollen Manufactures coming into his Countries ; was the Duty on Deals doubled, and a Bounty given on Deals from New-England, the Danes must comply with us in taking our Woollen Goods.*

*We have not the like Advantage of the Swedes, unless we would give suitable Encouragement to the digging our Mines in America.*

*Our Sugar and Tobacco Trades are nothing near so profitable as they have been ; but we are capable of making them much more advantageous than they now are.*

*If a Duty of One-penny per Pound more was laid on all Sugars imported, and a Bounty of Two-pence per Pound was given on all Sugars re-exported, this would enable us to beat the French out of their Trade ; whereas now they have almost beaten us out of it, by underselling us at foreign Markets.*

*And was there a Duty of Two-pence per Pound laid on all Refined Sugars, this would more than make good the Bounty on Brown Sugars re-exported, and would in some measure cure us of our Luxury in consuming so much at home, which is vastly beyond what it formerly was.*

*And*



*And was there One-penny more per Pound laid on all Tobacco imported, and Two-pence per Pound Bounty on all re-exported (more, or above the present Draw-back) this Penny per Pound additional Duty on the whole imported, would more than make good the Bounty so given.*

*It would also discourage other Nations planting Tobacco, particularly Holland; where, in the Province of Utrecht, great Quantities grow, which is sold very cheap.*

*The Glass Trade is grown very bad of late; this might easily be remedied by prohibiting Coals going to Holland, Flanders, &c. for without our Coals they cannot make Glass-Bottles, &c. and our Consumption of Coals at home would be encreased by making a larger Quantity of Glass and Bottles here, even as much as is made abroad by the same Quantity of Coals sent them; for we should serve those very Markets with Glass and Bottles, which they now serve.*

*There are many other Things that we might serve our selves in, if we were disposed to consider the Methods in which they might be done.*

*It must be acknowledged that Ireland ought to be encouraged, and so they are in their Linen Manufactures, and deserve to be so; and if a Duty of One-penny per Pound was laid on all manufactured Goods made of Wool there, and the whole Neat Produce thereof to be given as a Bounty on Linens exported from thence, it would further promote the Linen Manufacture among them.*

*As to their Woollen Manufactures, they are so vastly prejudicial to England, that more care ought to be taken to prevent the Exportation; for they drive a  
vast*



*vast Trade therein; particularly at Lisbon great Quantities of Camblets and other Stuffs are vended, to the unspeakable Detriment of those Manufactures made in Norwich, and other Parts of the Kingdom.*

*And I was lately informed, great Quantities of Stuffs are exported from thence to many of our Plantations.*

*If the Irish, by a Law, were obliged to weave the Selvage of all their Woollen Goods of a particular Colour, and proper Officers were appointed at foreign Markets, especially our Plantations, to inspect all Goods imported into them, they might thereby detect them in that Practice so detrimental to the English Nation.*

*Our Trade to Holland is nothing near so advantageous as we imagine.*

*I know it has been a prevailing Opinion, that we receive from them a considerable Ballance of Trade: But if Gentlemen would but consider more maturely our Trade with them, they would find that this is a vulgar Error; for the greatest and most valuable Part of our Exports thither, are our Woollen Manufactures, and all that go thither, and the Money we receive for them, is put to the Dutch Account; whereas, in Truth, they do not consume one eighth Part among themselves; the other seven Eighths go into Germany chiefly, and we, in Fact, receive the Money for them from the Germans.*

*We make Holland the Key to Germany, and pay them a Toll of 3 per Cent. for Custom on all Woollen Goods which pass through their Country thither, besides other Charges which are as much more; besides which, they will not allow any dyed Goods to come into their Country, engrossing the Dying and Dressing all white*  
B
Goods



*Goods to themselves, though those very Goods are to be sold in several Markets in Germany.*

*Another main Article which we export thither, is Malt; and about four Years ago they laid an additional Duty thereon, from three Guilders three Stivers, to five Guilders per Last: Besides, the Duty of Excise, &c. is one Gilder eleven Stivers; which, with other Charges, is about one sixth Part of the whole Value as it's now sold.*

*Surely, if proper Application was made, this might be remedied. I am sure, when they solicited us, in King William's Time, to take off Two-pence per Ell on their Hollands Linen, we readily consented to it; and I think they are under equal, if not greater Obligations to oblige us.*

*The Quantity of Wainscot-Boards we receive from them annually is very great, and it is a prodigious deal of Money they earn in sawing them: Was the Duty on them doubled, and the German Oak imported in Blocks to be sawn here, it would afford a vast Employment to our labouring People; especially at this Time, when there are such vast Numbers of them unemployed.*

*If any should object against laying a Tax on Wool, because the Burden of Taxes, which are already laid on the Subjects, are so great; the Answer I would return to those Gentlemen, should be this:*

*This Tax would be far from being a Burden, for it would give Life to all Trades among us; and if any considerable Profit should accrue by it to the Nation, it might be applied to the lessening the national Debt; or, at least, to the easing the Landed-Interest, who have born the greatest Burden since the Revolution.*



*It must be confessed, the Taxes in England are great ; but what are they to what is paid in other Nations ?*

*In Holland they are vastly above us ; for, besides the Land-Tax, which is very considerable, the Excise they pay is very heavy upon the Subject : For,*

*All the Duties on Firing, is as much as the Firing cost ; the Tax on Flesh is 20 per Cent. on Butter 14 per Cent. on Corn about as much as the Corn cost when it's at the Price it now sells for ; on Beer above 60 per Cent. on Wine above 40 Shillings per Hogshead, for what is drank in the Burghers Houses ; besides, for Coffee, Tea, Chocolate, Soap and Salt, above 3 Pounds per Annum, for every Burgher of any Note.*

*I really think, that the one half of the Charges in House-keeping there, is Taxes ; which vastly exceed all that we pay : but the Encouragement which they give to Trade, makes amends for all ; and the generality of the People get Money.*

*I am of Opinion, that one great Design in their Excise on every Thing, is to curb the Luxury of their People ; and was we to follow their Example, especially in those Things which we might be more sparing in, or be without, the Nation would find their Interest in it.*

*I have only one Thing more to offer relating to Smuggling in general ; and that is, humbly to propose a Method, which, I apprehend, would put an effectual Stop to it ; and that is,*

*If all Goods smuggled, were, after the Condemnation, viz. dry Goods, Tea, Coffee, Spice, Linens, Threads, Tapes, &c. to be publickly burnt ; and all Liquors*



*to be staved into the River; and the Smuglers prosecuted for treble the Value, one Half to the Informer, and the other Half to the Officer.*

*My Reasons for it are: All our Laws to prevent Smuggling, are designed to encourage the Fair-Trader; now let the Penalty be what it will,*

*Yet, as these smuggled Goods are sold out of the Custom-house, they encrease the Quantity imported, and that Encrease of the Quantity of any Commodity, will influence the Price, and will oblige the Fair-Trader to sell his Goods for a lesser Profit than he really can afford them at; for this is a certain Maxim in Trade, that Quantity and Demand governs the Price; if the Quantity be too much for the Demand, at any Market, the Price must unavoidably be low, and very often Goods are then sold to loss.*

*But, if the Quantity of Goods, at any Market, is moderate, and agreeable to the Demand at that Market, they will yield a tolerable Price, with some Profit to the Seller,*

*Thus I have delivered my Sentiments in the plainest Manner I could, designing only the Welfare of my Country; and if what I have said, will give any Hints to Persons better qualified for such an Undertaking, it will be a great Satisfaction to their*

Humble Servant,

B. W.





THE  
STATE  
OF THE  
Woollen Manufactures  
CONSIDERED.

**I**T would be the greatest Blessing to the *British* Nation, if every Member of it, from the Highest to the Lowest, did heartily contribute his utmost Endeavours for the Good of the Whole.

Were our Party Strifes and Contentions laid aside, and our Zeal exerted in promoting the general Interest of the Nation, we could not fail to be a flourishing and a formidable People; by such Methods we might make the Crown sit easy on the Head of our *Glorious King* GEORGE, the best of *Princes*, and enable him to hold the *Ballance of Europe*; make him *terrible* to his *Enemies*, beloved of his Friends, and courted by all the *Neighbouring Powers*.

And can we do it better, than by promoting the Trade and Commerce of the Nation, in the Advantages



## *The* S T A T E *of the*

tages of which, we all of us, more or less, have our Share.

All I shall add by way of Apology is, That *these* are the *Inducements* which determine the Author to publish the following Papers: For he himself has no *special Share* or *Interest* in the *Woollen Manufactures*; but is animated purely by an honest Zeal, to contribute all he can to the Good of his Country.

The Woollen Manufacture has, at all Times, since its first Rise in this Kingdom, been thought the BASIS of our *foreign Trade*, and the first *Spring* of our Dealings *abroad*; and is what, by its *Consumption at home*, as well as *Exportation*, evidently gives the greatest *Employment* to the *Poor* of this Nation.

The *Woollen Manufacture* is undoubtedly, both by Laws, and all other possible Methods, to be encouraged, especially in its *Exportation abroad*; it being that, and not the Consumption at home, that must bring the Profit to the Kingdom.

But after all, I think that the best way of promoting the *Woollen Manufactures*, is, by wholesome and good Laws, contriving that they may be carry'd on with as little Expence as possible, the only Method of commanding *foreign Markets*, and promoting the real Gain of this Kingdom.

There have been many among us (these several Years past) of Opinion, That the entire Welfare of this Kingdom depends upon the *high Price* of Wool, possibly, thinking thereby to *advance* their *Rents*; but this rises from the Mistake of those who imagine that the true *Value of Land* is independent on the flourishing State of *Trade*: Whereas the one cannot possibly subsist without the other.

For whatever some of our Gentry have imagin'd formerly, it is now no longer Matter of Dispute, that



### Woollen Manufactures considered. 3

that all Countries in *Europe* have Wool already ; that many have *Woollen Manufactures*, and others are capable of having them within themselves : And as Wool is the Growth of *other Countries* as well as *England*, so we know that they neither want *Art* nor *Materials* for manufacturing it.

And admitting the Wool of other Countries in *Europe*, is not so fit for Workmanship as ours ; if our Manufactures be brought any ways to bear too *high* a Price, it may put some of those Countries upon the Industry of Manufacturing their own *better*, upon Frugality, and contenting themselves with what they make at home, and upon sending to, and supplying other *Markets* : It may also occasion other Countries to set up new Manufactures, which we have already many Instances of.

Therefore nothing can make this *Commodity* so beneficial as to enrich *Great-Britain*, and ought to be so much our Care and Concern, as to have the *Woollen Manufacture* so CHEAP, as that great Quantities may be *exported* ; and at such a *Rate*, as that we may be able to UNDERSELL all *Nations*, and thereby discourage all People from setting it up.

We are told, by several ingenious Authors, that the Value of Wool *shorn* in *England*, amounts annually to ————— 2,000,000 *l*.

The Manufacturing whereof is computed at ————— 6,000,000  
And of this *eight Millions*, there is at least two Millions of *Woollen Manufactures* annually *exported* to *foreign Countries*, and the rest consumed among our selves, or remaining as Stock in hand.

This Computation was made above 40 Years ago ; and the *Export* of the whole Value rated thereby at *two Millions*.

The



The Encrease of our *Trade*, and *Export* of our *Woollen Manufactures* since, is prodigious, the same amounting, in the Year 1719. to 3,500,000 *l.* by which we may judge of the *Augmentation* of the Growth of our Wool, and the Enlargement of our Stock in *Woollen Manufactures*, which must be also *encreased* in Proportion.

According to this Estimation of Woollen Goods exported, which is said to be 3,500,000 *l.*

If we reckon the Wool, as shorn, or from the Sheeps Back, at one fifth Part of the Value of the several Species of Woollen Goods *one with another*, then the  $\frac{1}{5}$  Part of 3,500,000 *l.* worth Exported, is ———— 700,000 *l.*

Now, 33,600,000 *lb.* of Wool which is exported, reckoning it at 5 *d.* per *lb.* as *Shorn*, comes to just ———— 700,000

And if we reckon there is growing in *England*, 96,000,000 *lb.* of Wool, and value it at 5 *d.* per Pound one with another; the *whole Growth* will amount to two Millions of Pounds Sterling, as is above estimated.

So that by the aforesaid Estimation, we see what the *whole Quantity* is, that grows annually in *England*: And also, the *Quantity* of Wool wrought up, or *manufactured* and EXPORTED.

Only we must note, that of the 33,600,000 *lb.* of Wool *exported*,  $\frac{1}{5}$  Part is wasted in manufacturing; which (being deducted) is ———— 6,720,000

So that the Neat Weight of Goods Exported, is ———— 26,880,000

It is certain, no Country in *Europe* manufactures all Kind of Goods so *dear* as the People of *this Kingdom*; which gives other Nations a vast *Advantage*



*vantage* in carrying their Manufactures to Market, and enabling them to become, though not probably in the Goodness, yet in the *Cheapness* of them, our RIVALS in TRADE to almost *all Countries*.

The common People, in a neighbouring Country, in most *Provinces*, live upon Roots, Cabbage and other Herbage ; and the best of them eat Bread made of Barley, Millet, *Turkey* and black Corn, called by some, Buck-Wheat ; and they have not more than *half the Price* a Day for their *Labour*, that is given the common People of *Great-Britain*.

And in *Holland*, the Woollen Manufacturers (who also fare very hardly) have scarce two Thirds of the *Wages* we give ours.

We will suppose the first mentioned Country, to whom, as Mr. *Hains* saith, in his Treatise, intitled, *Britain's Glory*, &c. there are *fifty Thousand Packs of Wool* smugled from *England* and *Ireland* annually ; I say, we will suppose they make Stuffs *all of our Wool*, and give for it *double the Price* our Manufacturers give here ; yet they can *undersell* us 20 per Cent.

To prove this, Suppose they were to make a Piece of *Mock-Callimanco*, (a Specie in which the *manufacturing Part* is as little as in any Stuffs we make) this Piece of *Mock-Callimanco* would weigh about 8 lb. when delivered to the Merchant ; but the Wool, of which it was made, weighed from the *Sheeps Back* about 10  $\frac{1}{2}$  lb.

Suppose this Sort of Wool (for there are many Sorts of *different Prizes*, in the same Fleece) cost an *Englishman* 7 d. per lb.



	l.	s.	d.
This comes to about _____	0	6	0
Now the Manufacturing in <i>England</i> , comes to about _____	1	4	0
	1	10	0

At *this Price* they were some time since sold.

Now, suppose a Foreigner give for  
10  $\frac{1}{2}$  lb. of this *same Wool*, 14 d. per lb.  
which comes to \_\_\_\_\_ 0 12 0

The Manufacturer has *but half* what  
ours in *England* have — which is but — 0 12 0  
Y 4 0

So that they can make *this* fix Shillings, which is  
20 per Cent. cheaper than we can, though they pay  
*double* the Price for our *Wool*.

And this agrees with what all our Merchants,  
who have liv'd abroad, have generally asserted;  
That the *French*, though their Goods do not come  
up to that Goodness that ours are of, yet they have  
a *vast Demand* for them, only because they sell  
them 20 per Cent. cheaper than we do, or can do.

As a Part of the Reason hereof, the *French*  
have *large* Quantities of *Wool* of their own  
*Growth*, which is coarse and ordinary, and con-  
sequently sells at a very mean Price:

But mixing half our *Irish Wool* with their own,  
the *Materials*, in the *Whole*, come cheap; which is  
one Reason of their underselling us.

I might boldly affirm, That generally they  
mix but one Pound of our *Wool* with three Pounds  
of their own: And without our *Wool* to mix with  
theirs, they cannot make Cloth for almost any  
*Market* in *Europe*. But



## Woollen Manufactures considered. 7

But before I proceed farther, it will be necessary to give some (at least presumptive) Proofs, that *Foreigners* do furnish *Markets* abroad with larger Quantities than we do; and this by noting the several Markets or Places where Woollen Goods are sold.

And First, *France* furnishes the greatest Part of the Country of *Georgia*, bordering upon *Persia*, with coarse and middling Cloths, much like our *Yorkshire* Cloths. These are made in *Provence*, at *Marseilles*, and Places adjacent, and are sold to the *Armenian* Merchants at *Constantinople*.

It is not so good as our *English* Cloth, being thinner and looser; though in making it they mix some *English* or *Irish* Wool with their own: But, as was said, they sell them 20 per Cent. cheaper than we can afford ours; which makes the Demand for them so very great.

Secondly, They ingross almost the whole Trade to *Old* and *New Spain*, not only with coarse and middling Cloths for their *Soldiery* and the meaner Sort of People, but the Gentry also, with *Camblets*, some all *Worsted*, and some partly *Silk*; besides sundry Sorts of Stuffs, as *Bays*, *Says*, *Sagathies*, *Serges*, and *Duroys*, &c.

These Stuffs are made at *Lisle*, and *Lyons*, and Places adjacent.

Thirdly, They serve the *Turks* in all their *Dominions*, with coarse and middling Cloths, in much larger Quantities than we do; and for no other Reason, but because they are one fifth Part cheaper than we can sell ours for. I appeal to all our Merchants who deal to the *Levant*, for the Truth hereof.



*Fourthly*, They serve *Italy, Sicily, Naples*, and some Parts of *Germany*, with abundance of *Woollen Goods*; and of late, they have sold good Quantities even in *Portugal*.

The *Dutch* are, of late, prodigiously increased in their *Woollen Manufactures*.

I was told, about four Years since, by a Gentleman, the most capable of knowing of any Man in *Holland*, That at *Leyden*, and thereabouts, they made annually, upwards of 100,000 Pieces of *Broad-Cloth*; each Piece containing 66 *Dutch Ells*, or 49 *English Yards*; besides vast Quantities of *Stuffs*, for which they are famous.

Besides which, they have great Quantities of *Broad-Cloth* from *LIMBURG* and *VERVERS*, where they are to be bought cheaper than the *Dutch* themselves can make them.

This Manufacture at *Limburg*, &c. was set up about 14 Years ago, by one of our *English* Manufacturers of *Stroud-Water*; his Name is *Caple*, who failing here, a Commission of Bankrupt was taken out against him: He offered his Creditors 10 s. in the Pound, which he said was his all; but they refusing it, he came off with what he could get, and joined in Company with one Mr. *Clearmount*, a *French* Merchant at *Amsterdam*, and set up this Manufactory at *Limburg*, which is vastly increased of late.

This is one Instance of the fatal Consequences of the Folly and Cruelty of the *English*, in forcing away our unfortunate Manufacturers, to the unspeakable Prejudice of the *English Nation*.

Our *Turkey* Merchants are the best Judges what great Quantities of *Woollen Goods* the *Dutch* vend annually at *Smyrna*, &c. I might add also,

What



## Woollen Manufactures *considered.* 9

What a prodigious Demand the King of *Prussia's* Subjects have for *ordinary Cloth* to cloath the *Muscovite* Army, and the meaner Sort of People there.

This Trade we were once Masters of; and can there be no Method found out to retrieve it? I had almost said, I am sure it can be done.

By this Account, I think, no Man that understands *Trade*, but must agree with me; *That foreign Nations* vend abroad a much larger Quantity of *Woollen Goods* than we do.

As a farther Proof hereof: If we observe the Quantity of *Wool* growing in *England*, according to the *Estimate* before mentioned, which was Sir *William Pettis's*; we don't export much more than one third Part of our own Growth; which is 96,000,000 lb. of *Wool*: Now the other two Thirds must consequently be consumed at home; and can we imagine, but that all the forementioned *Markets*, besides many others not named, must take off, from *Foreigners*, more than four times as much as we send them? And if that won't be allowed of, surely there is sent away annually, to all those *Markets*, much more than the People of *England* consume.

From what has been said, I can't forbear observing,

*First*, That 'tis evident to a Demonstration, that our Neighbours *can*, and do undersell us.

*Secondly*, That we are under an absolute Necessity to make our Goods as cheap as possibly we can, if we mean not to lose all our foreign Trade.

*Thirdly*,



*Thirdly*, I would observe, That unless an *effectual Stop* be put to the *Smugling of Wool* from *England* and *Ireland*, we are in the *last Danger* to lose the *greatest Part* of our *foreign Trade*; the *fatal Consequences* of which we shall feel; and which will bring a general *Calamity* upon the Nation.

To *prove* these *Observations*; besides what has been said, I beg leave to add,

*First*, That if we consider the *foreign Demand* that there is from the *Turks* in all their *Dominions*, from the whole *Country of Georgia*, from *Old* and *New Spain*, from *Naples*, *Sicily*, *Portugal*; and take in also a great *Part* of *Germany* and *Muscovia*, and consider what a *vast Quantity of Wool* is wrought up into *Manufactures* to *supply all these Markets*; yet *England* don't now, nor ever did manufacture above 33,600,000 *lb.* of rough *Wool*, which they *exported*; which, I think, can't possibly be above one *third Part* of the *Quantity* consumed in *foreign Markets*.

*Secondly*, As a farther *Proof* of the first *Observation*:

The *cheapness of Labour*, as was before noted, being not above *one Half* of what we pay in *England*, is a sufficient *Proof* that they *can*, and do *underfell* us.

The *Dutch*, though they are a very *frugal People*, yet they can't live *so cheap* as do their *Neighbours* in *France*; there being some *Taxes* which affect even the *Poor* among them (though herein they act with *Caution*, and indulge them in many *Things*, reckoning it good *Policy* so to do) they cannot *therefore* work *so cheap* as the *French*: But, this



## Woollen Manufactures *considered.* 11

this I know to be a Truth, having lived many Years among them, That all sorts of Manufacturers have scarce *two Thirds* of what ours, in *England*, earn. But then, the *Dutch* have a prodigious *Advantage of us* in the *Dying Trade*; their Trade, a great Part of it at least, lies in Importing and Re-exporting, whereby they have made themselves a *Store-house* for all *Europe*.

This often has occasioned the less considering Merchants, in other Countries, to resort to *Holland* with all Sorts of Goods; and particularly, with *Dying-Stuffs* of all Sorts: And, when once they are imported, the *Dutch* know how to make their Advantage with their *ready Money*, by buying at under Rates; by this Means, together with others, they can, and do dye all their Goods cheaper than we can.

Besides which, they *suffer* no Cloths, or Stuffs, but white and mixed to come into their Country, that they may *dye* them *themselves*.

I have been credibly informed, that they import at *Amsterdam*, from *Salisbury* and *Worcester*, so many *white undressed Cloths*, that the *Dying* and *Dressing*, in that City, amount to Three thousand Pounds Sterling *per Annum*; with which Cloths, they pack up six Pieces of their own to one of ours, and then sell them *all* as *English Cloths*, to our great *Prejudice*.

I prove the second Observation, namely, That we are under an absolute Necessity to make our Goods as *cheap* as possible, by the following Reasons:

*First*, If we do not, we are like to lose the *greatest Part* of our foreign Trade: For, 'tis natural for every Man to consult his own Interest; and every Man *will buy*, where he can have the *best Pennyworths*.

*Secondly*,



*Secondly*, If by working cheaper, suppose it was but one *eighth* Part, we were enabled to sell something *near in Price* with our Neighbours, though not so cheap; as ours is better, we should not fail of a good Demand: And if *hereby* our Poor could be constantly *employed*, is it not *much better*, than to earn a Shilling in a Week more, and be employed scarce two Thirds of the Year?

And here, with humble Submission, I would beg leave to suggest something, which I apprehend worthy the Consideration of our Legislators, *viz.*

That those Taxes which bear hard upon the Poor might be eased; as particularly, the Duties on Soap and Candles. This bears hard on all our Manufacturers, a considerable Part of whose Work is done by Candle-light; and that of Soap is as heavy upon them: And considering how much the Price of their Labour is reduced, in this dead time of Trade, they really deserve Pity and Compassion.

It is the Opinion of some, who are thought to be good Judges, That had the Duty on Salt not only been continued, but augmented to 10*l.* *per* Ton, it would have been a less Burden to the People, especially on the labouring People, than the Duty on Soap and Candles.

We know exactly what the Duty on Salt will produce, clear of all Charges; and if the Duty had been advanced to 10*l.* *per* Ton, we know it would produce near double to what it ever did; for the Charges to the Officers would be no more than it was before, and the *whole third Part* advance, would be *so much more* Profit, or *Addition* to the Revenue.



This Tax was the most equal of any we have amongst us; for here every Body pays according to what he consumes.

I may add, It was scarce ever thought a Burden on the Subjects, especially the meaner Sort; whereas the Duty on Candles and Soap is what has always been, by them, esteemed a heavy Burden, of which they have continually complained.

But to come to the third Observation, *viz.* That unless an effectual *Stop* be put to the *Smuggling of Wool*, we are in the *last Danger* of losing the *greatest Part* of our *foreign Trade*.

And here I must observe, That there is a *certain determinate Quantity* of Wool wrought up into Manufactures, by several Nations, to serve foreign Markets withal; and that there is, and WILL be a Demand for SUCH a QUANTITY.

I have noted *who* are the *Makers*, and *where* those Goods are made, and to *what Places* sent, and of *what Wool* they are made; and that is, generally, of *our own Wool* from *England* or *Ireland*: And that by *mixing* it with *THEIR WOOL*, they are capable of making Goods to supply *those Markets* which we *do*, or *might* serve: And that *WITHOUT our Wool*, they could make *few Goods* to serve those Markets withal.

And I will add, That, to my *certain Knowledge*, the *Smuggling of Wool* is a *growing Trade*.

There is one City in *Holland*, and that not the greatest, which, as I have been told, has but of late Years got into *this Trade*; who import, as *themselves* have acknowledged, 50,000 *l.* Sterling worth of Fleece Wool from *Ireland per Annum*; tho' I have reason to believe, they import *double* that *Value* yearly.

D

And



And if this *single Place* imports *so much*, what a Quantity must be imported into *Amsterdam, Zealand, Ostend, and Newport, &c. per Annum?* And it is remarkable, that *as this Smugling of Wool increased, so our Norwich Stuffs* have been perpetually dropping in Price ever since, at least 5 per Cent. per Annum, for four or five Years together: This is too well known by the Manufacturers of that City.

The Danger we are in of losing the greatest Part of our foreign Trade, if a *Stop* is not put to this pernicious Trade of *Smugling of Wool*, will appear, if we consider the following Consequences that have and will attend it. For,

*First*, Hereby we have given an Opportunity to other Nations vastly to encourage their Woollen Manufactures; which of late they have done.

An Instance of which I will give, which I had from one that was a Servant to the famous Mr. *Van Roba* of *Leyden*, whom King *Lewis* the 14th of *France* (by the Advice of that great Minister *Monsieur Colebert*) hired to settle at *Aberville*, and there set up the Woollen Manufacture on the following Conditions, *viz.*

To build him a very large House, with Work-houses, like a small Village, walled in. He gave him the liberty of his own Religion, within his own Walls, for himself and all his Domesticks.

He had, moreover, a Patent for 50 Years, to be the *sole Maker of fine Broad-Cloths* in *France*.

He paid no Duties *in nor out* for any Materials for his Trade; nor any Taxes whatsoever: And besides this, the King gave him 50,000*l.* Sterling, as a *Stock* to trade withal.

This



Woollen Manufactures *considered.* 15

This Gentleman was living in the Year 1727, and then returned to *Leyden*, or thereabouts, having gained an immense Treasure. He lived in *France* Forty-eight Years; and did then continue the Business *there* in Company with his Nephews.

The *French* King was well apprized of what he did; for hereby his People took Encouragement to set up other Woollen Manufactures, which proved of *vast Advantage*, not only to the King, but to the *French* Nation in general: And it is well known, that that Monarch gave Encouragement not only to *those*, but *all other Manufactures*; particularly, to the *Silk* and *Linen* Manufactures.

And in short, the Policy of *France* was in nothing more seen, than in encouraging the EXPORTATION of their own PRODUCTS, both *natural* and *artificial*; for, hereby they annually gained a *very great Ballance* of Trade from all Nations they traded withal; which added to their *National Stock* every Year, and enabled their King to make a *Stand* against so many *powerful Nations* for upwards of Forty Years.

The Advantages of his People were very great; the Poor were hereby generally *employed*; the Tradesmen and Merchants *lived well*, and were enabled to pay Taxes; and had they not been under an *Arbitrary Prince*, would have been rich.

*Secondly*, Not only did the *French* and other Nations, where Manufactures were set up, encrease their Trade, but very many Places more have been encouraged to set up Woollen Manufactures. LIMBURG and VERVERS, and many other



Places adjacent, are Proofs hereof; where they make great Quantities of *Broad-Cloths, Says, Shalloons*, and sundry other *light Stuffs*; all which they sell *cheaper* by 10 per Cent. or more, than the *English* do. And there are prodigious Quantities to be seen in Warehouses and Shops in *Amsterdam*; and those Dealers say, that they are served *cheaper*, and with better Goods, than from *England*; and many of them have left off dealing to *England* for these Reasons.

Some Gentlemen of my Acquaintance, who are *English Manufacturers*, saw great Quantities of these Goods at *Amsterdam*; and they declared to me, they were full as good as they could make at home: But it must be observed, they were made, at least partly, with *Irish* and *English Wool*.

There are also in *Germany*, in or near the *Palatinate*, sundry Places where *Woollen Manufactures* are set up.

In *Switzerland* are *Durants* and *Spanish Crapes*; a noble Branch of Trade once in *England*, but now lost.

In the Dukedom of *Berkinfield*, near *Luxemburg*, at a Town called *Berkinfield*, is lately set up a *Cloth Manufacture*, which is vastly encreased; for the Town has now double the *Inhabitants* it had a few Years since.

The King of *Prussia* has given great *Encouragement* to set up *Woollen Manufactures*; and hath *prohibited* Manufactures of other Nations coming into his Country; as have also the *Danes* and *Swedes*, and many other Countries.

The Truth is, their Advantages are very great; for where they make only for home Consumption, they keep all their Money among themselves, and their *Poor* are employed; and what they export, adds to their *National Stock* every Year.

Thirdly,



*Thirdly*, When Manufactures are set up, 'tis difficult, if not impossible, to root them up.

Indeed we did so in *Portugal*, when that worthy Gentleman, Mr. *Methwin*, made that advantageous Treaty with them, and obtain'd that Concession from them to leave off making Broad-Cloths; but we must consider, the *Portugueze* have their vast Mines of Gold, which yearly enrich their People, and withal make them lazy, as they do also the *Spaniards*: And indeed, so it would be with other Nations, had they such annual Supplies of Money brought home to them.

And here I will venture to say, that *England's* Gold Mines, which lie in their Woollen Manufactures, were they well improved and encouraged, and withal, the Smuggling of Wool TOTALLY suppressed, would bring in MORE WEALTH than the *Spaniards* and *Portugueze* yearly receive from their Gold and Silver Mines.

But to return to my Argument: When, almost, was it ever known, that when Manufactures were set up, they were ever laid down again.

*Holland* had no Notion of this gainful Trade, until the persecuted Dissenters, under the Reigns of King *James* and King *Charles* the First, fled for Refuge among them.

The *Dutch* began to apprehend an Advantage by teaching their People these Arts; and therefore they embraced them and encouraged them, by letting them live Rent-free, and free of Taxes, at *Leyden* and at *Delft*, and this for many Years.

And since that Time they have made a prodigious Improvement in all their Woollen Manufactures, which they'll never lay down.



I come now to speak to the other Part of my third Observation, *viz.*

To shew the *fatal Consequences* that *will* attend the *Loss* of our foreign Trade, by bringing a general *Calamity* upon the Nation: All which *proceeds* from the smuggling Wool into foreign Parts. And,

*First*, A vast Number of our Poor having little or no Employment, must infallibly become a *publick Charge*; as was before noted.

They must *not* starve; the Principles of Humanity will not allow us to suffer that: Who shall bear this Charge? It must be the *middling* and *trading* Part of the Nation *for a Time*; but, these will find their Business so much lessened by the *locking up* the Manufacturers *Hands*, that they will not be able to do it; and it's more than probable, that these *middling* and *trading* People, will, in Time, be *so far reduced*, as to need *Relief* from others. Still the Poor *must be maintained*, and the *whole Charge* must center on the *Rich*.

And the Gentlemen whose Estates *lie in Money*, will find Ways enough to *evade* it; and as our *Poors-Rates* are generally raised by a *Pound-Rent*, the landed Interest must of Consequence *bear the Burden*: And Rents will *fall*; for, where there is *Scarcity* of Money (which will be the unavoidable Consequence of a *STOP* on our foreign Trade) all the *Products* of the Earth *must be cheap*: So that the Landed Interest will, *in the End*, bear the *greatest Part* of the Charge in relieving the Poor.

*Secondly*, Another infallible Consequence will be a *Fall* in the *Price* of Wool.

For



## Woollen Manufactures *considered.* 19

For a Proof hereof, I need only appeal to the Experience of all Persons who have been concerned in the Woollen Manufactures for these 50 Years past.

They know that the *Price* of Wool has *depended* on our *foreign Demand*; for, when ever a *Stop* has been put to *that*, Wool has *always fallen in Price*; and on the contrary, when ever there has been a *brisk Demand* for our Manufactures *abroad*, Wool has *immediately risen*.

That this is a true Observation, I need only say, That as there is a *constant Demand* for *home Consumption* of our Woollen Manufactures, in which is *wrought up* a *certain Quantity* of Wool, which is generally the *same* for, perhaps, 50 Years *together*; there being very little Difference in *any one of those Years*: So consequently the *Rise or Fall* of Wool, does not *at all* depend on *that*: And therefore it's natural to conclude, the *Rise or Fall* of Wool must proceed from *another Cause*; which, as is before observed, can proceed from *nothing* but our FOREIGN DEMAND, except *only* in the Case of a general *Rot* among the Sheep, which does not often happen.

If it should be objected, that if the Smugling of Wool from *England and Ireland* be *suppressed*, and we keep *all at home*, Wool *must necessarily fall in Price*.

The Strength of this Objection will be *enervated* by considering, as has been before observed, that the *Exportation abroad*, and the *Consumption at home*, are *limited to certain Bounds*, and require *only a determinate Quantity* of Wool, to supply their *several Demands*.

And if we will believe what is before asserted (being too well known) that other Nations are,  
2 by



by the *Help of our Wool*, ENABLED to work up in their Manufactures they *make and sell abroad*, one, two, and three Pounds of *their own Wool* with *one Pound of ours*, and with *these Goods* serve those *very Markets* which we *might supply*, and *should do*, if we *prevented* our Wool being *carried to them*; for they frequently own, they **CAN-**  
**NOT** do **WITHOUT** it:

What can be more plain, than that we shall, by an *Encrease* of our *Demand*, work up *that very Quantity* which we *suffer* them to have *from us*? And I dare be bold to say, We shall not only work up that very Wool which they have *from us*, but *so much more* than *that* as amounts to the *Quantity of their Wool mixed with ours*; because, as they will be prevented supplying those Markets with *some of their own Wool mixed with ours*, the Demand, at those Markets, still calling for *such a certain Quantity* of Wool wrought up in the several Manufactures *proper* for them, we shall have a Demand for *all* our Wool growing in *Britain and Ireland* too, and, perhaps, shall be obliged to import Wool from other Parts to *supply* our Demands.

*Thirdly*, Another ill Consequence of the Loss of our foreign Trade, by which our Poor, many Thousands of them, will be unemploy'd, will be the *Corruption of their Manners*.

For, while People are *employ'd*, they are kept from the *Debaucheries* to which idle Persons are *exposed*. And we may observe, That the Generality of our *Criminals*, executed or transported, are Persons who follow no honest Employment.

Besides, when once Persons have gotten a *Habit of Idleness*, it's difficult, and almost impossible,



ble to bring them to labour at their Callings again : Too sad a Proof hereof we might lately observe, in the Multitudes of unhappy Wretches who laid many Years in Prison, by the Cruelty of their inexorable Creditors ; but were deliver'd by the late Act of Grace.

What vast Numbers of them are to be seen in *London*, and most of the Towns in *England*, begging their Bread from Door to Door, rather than follow their former Employments !

Some of them, indeed, deserve to be pitied ; who have suffered so great Hardships by long *Imprisonment*, that they are lame, or have contracted such ill Habits of Body, as have rendered them useless.

But to return to our former Argument. If it be asked, by *what Method* shall we prevent this growing Evil of *Smuggling Wool*? the following Scheme is humbly proposed.

*First*, To lay an Excise or Duty on all *Wool* growing in *Great Britain* :

And on all *Wool imported* from *Spain* :

And on all *Wool and Yarn*, imported from *Ireland* ; of four Pence per Pound Weight, from the Sheeps Back, or as shorn.

Let Bond be given by the *Growers*, to pay the Duty in *two Payments*, viz. half the 25th of *December* following ; the other Half the 24th of *June* following.

*Secondly*, Allow a Bounty of nine Pence per lb. Weight on *Woollen Goods exported*.

Let Debenters *for*, or *on Goods exported*, be received as *Money*, by the Collectors for the Duty charged.

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Thus



Thus we may make our Goods for *foreign Markets* 12 *per Cent.* cheaper than we formerly did.

And Foreigners, if any of our Wool should be *smugled to them*, must pay 4 *d. per Pound*, or 4 *l. per Pack more than they now do*; which will make their Goods dearer by 10 *per Cent.* to them than they now are.

This Duty on Wool may be collected with very little or no Charge to the Government, if it be put into the Excise-Office.

And the Method taken may be, *viz.*

*First*, Let no Person (under a Penalty) shear any Sheep without a Permit, in which must be specified the Number of Sheep to be shorn.

*Secondly*, No Sheep to be shorn but in the Presence of two Excise-Officers, who shall enter the Weight, and then take Bond of the Growers for the Duty.

*Thirdly*, No Felmonger shall take in Skins without an Officer; who shall take the Number, and afterwards see the Wool weighed, and take Bond for the Duty.

The Shearing Season being when the Malting Season is generally over, there may be half the Officers, out of all the great Towns and Cities, deputed for this Service.

No Wool must be delivered by the Growers without a Permit; which Permit must be delivered into the Excise-Office at *London* (by the *Officer* who receives it from the Wool-buyer) where an Account must be kept with the Grower.

And farther, to prevent Frauds, a Supervisor may, at any Time, survey and weigh over the Stock in hand of any Grower. A



A Penalty to be inflicted on all Growers, in whose Possession shall be found any Wool, for which Bond is not given.

All Warehouses of Growers must be entered at the Office, marked and numbered; and an Account kept by the Officer of all Wool laid therein, and of all Wool delivered out.

And to prevent Frauds by Exporters of Woollen Goods, by taking out Debenters, and afterwards relanding the same Goods.

An Officer must be appointed by the Government, *at the several Markets abroad*, who shall have from the Custom-house, *Duplicates* of the several Entries made of Goods so exported to those several Markets; which Officers shall send Certificates back to those Custom-houses, from whence those Goods were exported; for which they shall be impowered to receive one Shilling Sterling, *per* hundred Weight, of those Persons to whom those Goods are consigned; which will be no Charge to the Government, and will prevent Frauds in the Exporters of those Woollen Goods.

*This Tax on Wool* would be the most *Equitable*; and it would be *universally Beneficial*. The Landlord, the Grower, and the several *Manufacturers* employed in it, and all other Tradesmen, would share in the Advantages that would accrue by a *flourishing Trade*.

Thus all our Poor might be *employ'd*, and more if we had them; and the Nation would grow *rich*.

All our Increase in Wealth is owing to the *Exportation of our Products*, both *Natural* and *Artificial*, especially the latter; because *Wool*, which is one of our *Natural Products*, being but one *fifth Part* of the Value of our Manufactures, one with another, every thousand Pounds worth



*manufactured and exported to foreign Parts, brings us home five thousand Pounds.*

This therefore certainly is the MOST VALUABLE BRANCH of our *English* Trade: And I prove it thus;

That whatever is exported, is returned home in Goods, which we cannot be *without*, or in Money: If in *Money*, then so much as is returned for it annually, that *very same* is an Addition to the *National Stock*; and you have so much Money *more* among you to *improve in Trade*, than you had in the preceding Year. I only add, Foreigners pay the Wages of our Poor.

Were we to deal for 50 Millions a Year, in any *Products*, Natural or Artificial, which were *consumed at home*; though every Body concern'd in them, and through whose Hands they pass'd, would get Money by them, and Money would circulate; yet at the Year's End, consider'd as a Nation, you have not *one Penny* MORE STOCK to employ in Trade, than you had when you began that Year.

But as was said before, *whatever* of your *Products*, whether Natural or Artificial, are sold in *foreign Markets*; the *Produce thereof* is *just so much* ADDITIONAL STOCK to the Nation.





THE SEVERAL  
METHODS  
USED FOR  
Smugling Wool  
FROM  
ENGLAND.

**F**ROM *London* vast Quantities of Wool have been shipped off in Hogsheads or Pipes, as Wine.

They have an Engine to screw it in, and *with Lead* make it near as heavy as a Hogshead or Pipe of Wine.

They give it in at the Custom-house as *Red-Port Wines* for *Southampton*, and take out a Coast Cocquet.

This Wool they deliver at *Havre de Grace* or *Boloign*, and there put into the *same Hogsheads* or *Pipes French Wines*; which they carry to *South-*  
ampt<sup>n</sup>,



*ampton*, and deliver there by virtue of that Coast Cocquet; and after some time, *those French Wines* are, by *another Coast Cocquet*, sent from *Southampton to London*.

They have their Correspondents fixed in every Place, who provide every Thing ready, and give them immediate dispatch; their Masters and Men are, they say, *trusty Fellows*, and frequently do it, and make no *difficulty* of it. This was affirmed to me to be a *general Practice*.

They often Ship from *London* great Quantities of *Irish Yarn*, in Cases, for other Woollen Goods.

They also Ship it in *Bales*, packed up as Cloths; and a Merchant, in *Holland*, told me he received sundry Parcels from *London* in about six Months time.

A Gentleman told me, there were vast Quantities of Wool carried from *Bermondsey-street, Southwark*, to *France*. Their Method is this:

They take out a Coast Cocquet for *Southampton*, wherein Number and Mark of each Pack is expressed; this they carry directly for *France*, generally to *Havre de Grace*; then they take back, on Board, *the same empty Pack-cloths*, and go for *Guernsey*, or *Jersey*, where *these same Pack-cloths* are immediately filled with the *Skirts of Fleece Wool*; and there also they put into the middle of those Packs, *Paduasoyes, Alamodes*, and other Silks and valuable Goods, which they brought from *France* to *Jersey*: And this Wool being in the *same Pack-cloths*, with the same Numbers and Marks as *afore-said*, they carry to *Southampton*, where they are delivered, by virtue of the *fore-said Coast Cocquet*, as *the Wool which they took in at London*; afterwards, the said Silk, and other Goods brought  
in.



Woollen Manufactures *considered.* 27

*in the said Packs*, are transported to *London* in Bales of Woollen Cloth, by Land-carriage.

This Gentleman told me, he was once concerned this Way, and by the Wool and Silks he saved 200 *l.* for his Share.

He said, the Wool sent from *Bermondsey-street*, is of the best Wool of *England*, which the *French* use in making fine Broad-Cloths.

Another Way of Smugling Wool, is by screwing it into Sugar Hogsheads, and putting Tallow at each End about eight or nine Inches deep, and Shipping it off as other Goods.

F I N I S.





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